



The Americas Update

April 2005

Business Opportunities

Brazil

Industry: Health Technologies

Sector: Radiology & Radiotherapy Equipment

Brazil's naval hospital, Marcilio Dias, plans to acquire new radiology and radiotherapy equipment via an international tender. In order to reduce import taxes, the radiology and radiotherapy equipment will most likely be purchased outside of Brazil by the Navy's representative offices and imported directly from the place of origin. US companies interested in participating in the upcoming tenders should [click here](#).

Brazil

Industry: Information & Communication

Sector: Telecommunications

According to the Brazil's Electric and Electronics Association (Abinee) the Brazilian market for telecommunications is expected to generate revenues of approximately US\$6.2 billion in 2005, a 26% increase as compared to 2004. Also, Abinee forecasts the number of web users will reach 20 million in 2005. For a complete report, [click here](#).

Canada

Industry: Information & Communication

Sector: Computer Software, Telecommunications Equipment, and Telecommunications Services

The American call center market has significantly decreased in size as a result of the widespread use of self-service technology, the Federal Do-Not-Call List, and offshore outsourcing; however, the 450 call centers in Canada in 2002 are expected to grow to 600 by 2007. Canada's expanding call center industry offers excellent opportunities for US producers of call center hardware and software to expand their sales into Canada. To obtain the complete report, [click here](#).

Canada

Industry: Information & Communication

Sector: Book publishing

Montreal is a city that boasts 62 libraries of which has a growing membership of 700,000. There are 12 million book loans per year and approximately 130

publishers operate in Montreal. Small-and-Medium sized US book publishers should take advantage of the networking opportunities for foreign rights sales provided by the book fairs and other trade and literary events. For more information on the market report and upcoming events, [click here](#).

Chile

Industry: Food Processing & Packaging

Sector: Food Processing & Packaging Machinery

One of Chile's best prospect industry sectors is food processing and packaging machinery and equipment. Chilean exports of food products include more traditional ones (fresh fruits and wine), along with recently included emerging sub-sectors (aquaculture species, olive oil, dairy products, poultry and fine meats). The industry's trend is now value-added products, which requires the latest technology in machinery equipment and services. This poses a very good opportunity for US suppliers, especially given the convenient exchange rate of the US dollar. [Click here](#) for the report.

Chile

Industry: Construction & Building

Sector: Airport Project

This new airport project includes a 3,500 square meter passenger terminal, a 2.2-kilometer runway, taxiways, and aprons with capacity for four Airbus A320 aircrafts. The airport would replace the area's current airport east of La Serena that can only handle aircrafts up to Boeing 737-size and is subject to frequent closure due to fog. For more information, [visit the report](#).

Colombia

Industry: Pulp & Paper

Sector: Pulp & Paper Products & Services

The US accounts for approximately 40% of the paper pulps import market, for 51% of Colombian imports of waste paper, and for about 40% of the papers and cardboards imported into Colombia. The Colombian pulp and paper industry offers good opportunities to US suppliers of products and services because the Colombian paper pulps industry and several sectors of the paper and cardboard industry are producing almost at full capacity. Visit [this site](#), for a complete report.

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Mexico

Industry: Construction & Building

Sector: Power Plant Repowering, Gas Pipeline & Long Terminal Projects

Mexico's Federal Electricity Commission (CFE) announced the future tender of three projects. (1) The re-powering of units 3 and 4, each with a capacity of 300 megawatts. This will imply the purchase of gas and steam turbines, as well as the purchase of Heat Recovery Steam Generators. (2) The tendering of a natural gas pipeline from the port of Manzanillo to the western city of Guadalajara to supply a soon to be tendered independent Power Produce plant. (3) A Liquefied Natural Gas (LNG) terminal at the port of Manzanillo. For more information on these 3 projects, [visit the IMI report](#).

Mexico

Industry: Automotive

Sector: Automotive Parts & Supplies

During 2004, the automotive industry continued to be the largest and fastest growing manufacturing sector in Mexico. The Mexican Automotive Industry Association (AMIA) estimates that the number of vehicles in circulation in Mexico will be over 17 million units by the end of 2004. US parts and component manufacturers have been forced to open plants close to their clients so that they can produce at lower costs and reduce freight and handling expenses. This opens a new field of opportunity to US suppliers of production machinery and equipment, materials, pre-assembled components, molds and tooling, cutting tools and chemicals, automation process equipment, raw materials, engineering and design, and in many cases, finished parts and accessories. For more information, [click here](#).

Mexico

Industry: Industrial Equipment & Supplies

Sector: Hand & Power Tools

The value of the Mexican market for hand and power tools was \$ 99.4 million in 2004. This sector is estimated to increase considerably during 2005, due to the current recovery of the Mexican economy. As a result of this improvement, hand and power tool imports are also expected to increase with a growth rate of 7% between 2004 and 2005. [Click here](#) for the complete Industry Sector Analysis.

Panama

Industry: Environmental Technologies

Sector: Water & Wastewater Equipment

The total Panamanian market for water and wastewater equipment in 2003 is estimated at \$23 million. US imports contributed to about 78% of the market with a total of \$18 million. New and ongoing

projects, including the \$350 million Panama City and Bay clean up mega project should insure continuing annual growth rates of 30%. Major investments will be required to build and upgrade drinking water plans and distribution lines, and completely renovate the sewage infrastructure for urban and rural areas. For more information, [click here for the entire report](#).

Uruguay

Industry: Environmental Technologies

Sector: Sawing & Drying Processes/ Chip Producing Machinery

A combination of good soils and favorable climate (allowing trees to grow seven times faster in Uruguay than in the US), adequate infrastructure, a well-educated labor force, and a friendly investment climate have persuaded Finland's paper giant, Botnia, to construct a \$1.1 billion plant in Uruguay. The best prospects for US manufacturers include those producing technology and equipment for the sawing and drying processes (sawmills, drying sheds, kilns, debarkers, branch saws, log-moving equipment, dryers) and chip producing machinery, mechanized planting and harvesting equipment, and machinery for pulp and cellulose plants. For more information about this opportunity, [click here](#).

Trade Events

Brazil

Industry: Mining

Exposibram 2005

Exposibram is the most important event of the mining sector in Brazil, featuring a trade show and the Brazilian Mining Congress. This show will be held in Belo Horizonte, Brazil from September 20, 2005 through September 23, 2005. Attendance from the last two events has been over 15,000. If you would like to take part, [click here](#).

Industry: Water Resources Equipment / Services
The International Industrial Environmental Trade Show (FIMAI)

The International Industrial Environmental Trade Show (FIMAI) will take place for the seventh consecutive year from November 8 to 10, 2005 at the Expo Center Norte, in Sao Paulo. FIMAI represents an opportunity for US companies that are interested in entering or expanding their business in Brazil. The exhibitors include environmental consulting companies, service providers and equipment manufacturers in the business of solid waste treatment, site contamination treatment companies, environmental laboratories, recycling technologies, transportation, effluent treatment, air pollution controls and water and

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wastewater treatment companies. For more information, [click here to visit the website.](#)

Chile

Industry: Forestry

EXPOCORMA

Expocorma is a biennial trade fair organized by the Chilean Lumber Corporation (CORMA) and is sponsored by the Chilean government. Held in Concepcion, Chile from November 9 through November 12, 2004, this fair is meant to promote technological exchange and provide a meeting point for exhibitors, executive, and professionals involved in the forestry sector. For more information, please contact [Patricia Jaramillo](#).

Industry: Packaging

E + E 2005

E + E, held every two years, will be held October 11, 2005 through October 14, 2005 in Santiago, Chile. This event includes: 1) Packaging raw materials, 2) Automation equipment & systems, bar code and other identification systems, 3) Packaging products 4) Services. For information on this event, [click here](#).

Mexico

Industries: Iron/Steel, Materials Handling Machinery, Machine Tools/Metalworking Equipment, Non-Ferrous Metals, Operations/Maintenance Services, Process Controls - Industrial, Robotics

METALFORM Mexico 2005

MetalForm will be held in Monterrey, Mexico on September 28, 2005 until September 30, 2005. This international exhibition and educational conference focuses on precision metal forming, metal stamping, tool and die, fabricating and forming, welding, automation, and related equipment, materials, and services. Organized by the Precision Metal Forming Association in conjunction with Trade Show Consulting LLC, METALFORM Mexico 2005 anticipates up to 120 exhibitors with about half from the United States, and about 4,000 professional visitors from several countries. For more information, [visit this website](#).

The United States

Industries: Architectural/Construction/Engineering
Greenbuild 2005

Architects, engineers, facilities managers, developers, contractors, builders, interior designers and federal, state, and local governments are just some of the professions represented at Greenbuild. This event will take place November 9, 2005 through November 11, 2005 in Atlanta, Georgia. Greenbuild is the only event that brings together green building professionals from

across the industry and around the world under one roof.

Industry: General Consumer Goods

[Paperworld US 2005](#)

Paperworld USA is a proud member of the U.S. Department of Commerce International Buyer Program, which encourages the export of U.S.-made products by matching international buyers with domestic firms. Paperworld USA is a cooperative program with the School, Home, & Office Products Association (SHOPA), Messe Frankfurt, and PROPAPER. This event will be held in Las Vegas, Nevada from November 9, 2005 through November 11, 2005.

Industry: Laboratory Scientific Instruments

[Clinical Laboratory Expo](#)

See new science and new technology in all areas of clinical diagnostics, automation, information systems, point-of-care, OEM, and biotech at the Clinical Laboratory Expo in Chicago, Illinois on June 19, 2006 through June 23, 2006. Last year the Clinical Lab Expo included more than 600 organizations occupying more than 1600 booths. Come to Chicago in 2006 to visit even more exhibitors in more booths than ever before. You will see more products in every clinical lab discipline than at any other show.

Useful Websites

[Exchange Rates & Currency Converter](#)

The given values on this site are gathered from the Federal Reserve Bank of New York, representing the 12 noon buying rates and the International Monetary Fund, according to their availability.

[Online French, Italian, and Spanish Dictionaries](#)

For free, quick translations, visit this site.

[Trade Statistics](#)

Presented by the Office of Trade and Industry Information (OTII), Manufacturing and Services, International Trade Administration, US Department of Commerce. Get the latest annual trade data with TradStats Express. Retrieve, visualize, analyze, print and download your customized output.

[Weather Underground](#)

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